



# NEWS RELEASE

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### ***SBA ADMINSTRATOR APPOINTS JOSE GUTIERREZ TO HEAD AGENCY'S 8(a) BUSINESS DEVELOPMENT PROGRAM OFFICE***

**WASHINGTON -- Aida Alvarez, Administrator of the U.S. Small Business Administration, today announced the appointment of Jose Gutierrez as associate administrator for the SBA's Office of Minority Enterprise Development.**

As associate administrator, Gutierrez is responsible primarily for overseeing the administration of the agency's 8(a) business development program, which serves disadvantaged firms.

SBA's 8(a) program, named for a section of the Small Business Act, is a business development initiative that helps socially and economically disadvantaged American citizens gain access to the economic mainstream. Many of the more than 6,000 participating firms are minority-owned businesses.

**"The agency's main goal is to help small businesses succeed," Administrator Alvarez said. "Our 8(a) business development program is an important tool in creating these successes, and Jose Gutierrez brings exceptional knowledge and expertise to this position."**

Mr. Gutierrez most recently served as assistant administrator of the SBA's Office of Prime Contracts. In this capacity, he administered the SBA's Procurement Center Representatives (PCR) program, where he played a key role in the development of federal acquisition legislation, policies and regulations designed to protect the interests of small businesses. Mr. Gutierrez was also responsible for developing strategies to ensure that small businesses receive an equitable share of federal prime contracts and served as an advocate for dividing large agency procurements into several contacts and making them available to small firms.

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Prior to joining the SBA, Mr. Gutierrez was coordinator/instructor of the Management Studies Program at the University of the District of Columbia School of Business, Labor and Industrial Relations Center.

Mr. Gutierrez began his federal career in 1975 at the U.S. Department of Commerce and transferred to the District of Columbia government in 1979, where he served in a number of management positions.

From 1980 to 1985, Mr. Gutierrez served in Washington D.C. Mayor Marion Barry's Cabinet, where he held several positions, including the city's chief procurement officer and director of general services. During this period, Mr. Gutierrez worked on the development of a number of self-government issues with Congress and the Carter administration, particularly the federal handoff of procurement and personnel authority to the District government.

Mr. Gutierrez holds a masters degree in labor relations and resides in Vienna, Virginia.

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*The U.S. Small Business Administration, established in 1953, provides financial, technical and management assistance to help Americans start, run, and grow their businesses. With a portfolio of business loans, loan guarantees and disaster loans worth more than \$45 billion, the SBA is the nation's largest single financial backer of small businesses. Last year, the SBA offered management and technical assistance to more than one million small business owners. The SBA also plays a major role in the government's disaster relief efforts by making low-interest recovery loans to both homeowners and businesses.*

*America's 23 million small businesses employ more than 50 percent of the private workforce, generate more than half of the nation's gross domestic product, and are the principal source of new jobs in the U.S. economy.*

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